

## Total Lobbying Effort

### Total Lobbying Expenditures

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total       |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| \$30,000.00            | \$15,000.00             |                        |                         | \$45,000.00 |

### Total Hours Communicating

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------|
| 3.00                   | 3.25                    |                        |                         | 6.25  |

### Total Hours Other

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total |
|------------------------|-------------------------|------------------------|-------------------------|-------|
| 22.50                  | 22.25                   |                        |                         | 44.75 |

## Hours Lobbied on Each Matter

### Lobbying Effort On Administrative Rulemaking Proceedings

#### Insurance

Ins 2.18, life settlements and affecting small business.

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total       |
|------------------------|-------------------------|------------------------|-------------------------|-------------|
| 13.00 (50%)            | 23.00 (90%)             |                        |                         | 36.00 (71%) |

#### Minor Efforts

(Time spent on matters each of which accounted for less than 10% of the organization's lobbying)

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total        |
|------------------------|-------------------------|------------------------|-------------------------|--------------|
| 2 (9%)                 | 2 (6%)                  |                        |                         | 3.83 (7.51%) |

#### Other Matters

Includes time spent on:

- Gubernatorial nominations
- Matters on which the organization made no lobbying communication

| 2011<br>January - June | 2011<br>July - December | 2012<br>January - June | 2012<br>July - December | Total          |
|------------------------|-------------------------|------------------------|-------------------------|----------------|
| 10.46 (41%)            | 1.02 (4%)               |                        |                         | 11.48 (22.51%) |